

From: [Christopher Wollan <cwollan@paradigminvest.com>](mailto:cwollan@paradigminvest.com)
To: [Turner, Brandon](#); [Don Wollan](#)
Cc: [Fullen, Chris](#)
Subject: RE: [External Sender] Unit economics
Date: Wednesday, April 27, 2022 12:05:34 PM

Friday after 2:30 CT would be great. How about 3 CT

Christopher N. Wollan
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-----Original Message-----

From: Turner, Brandon <bturner@ckr.com>
Sent: Wednesday, April 27, 2022 10:04 AM
To: Don Wollan <donwollan@gmail.com>; Christopher Wollan <cwollan@paradigminvest.com>
Cc: Fullen, Chris <CFullen@ckr.com>
Subject: RE: [External Sender] Unit economics

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I most definitely have time for Christopher. I can chat Friday after 2:30 CT. Most any time this Sunday. Tuesday 2-3 CT or after 5pm. Wednesday before 9am or after 5pm. More options available and have copied Chris Fullen to help coordinate with your schedule, Christopher.

I think your observations and analysis will be very insightful!

Cheers, jbt

-----Original Message-----

From: Don Wollan <donwollan@gmail.com>
Sent: Wednesday, April 27, 2022 11:12 AM
To: Turner, Brandon <bturner@ckr.com>; Wollan, Christopher @ HFS-F <cwollan@paradigminvest.com>
Subject: [External Sender] Unit economics

This is an EXTERNAL EMAIL. Stop and think before clicking a link, opening attachments, or responding.

Hi Brandon,
Ned asked me to coordinate with you so we can share the unit economics of the stores we have on modified hours.

Christopher has been instrumental in identifying and crafting our strategy to deal with the market realities of scarce labor and inflationary pressures.

We believe the adjustments we have made may offer clues.... to the development of a "sustainable" Hardee's model.

The current model at AUV's under 1.2 will not support average wages which will likely exceed \$15 an hour in the not to distant future.

Might you have time to connect with Christopher so we can begin to share our data and thoughts.

Thx
Don

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